

**CHARTERED ACCOUNTANT WITH 10+ YEARS EXPERIENCE****Haiderali Suterwala**

Regional General Manager – Finance & Administration in a FTSE 30 Company based in UAE.

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**CAREER SUMMERY**

Organization Worked.	Position held.	Period of Service.
Abu Dhabi National Hotels Compass ME LLC	Regional General Manager – Finance & Administration UAE	Jan 21 to Present
Abu Dhabi National Hotels Compass ME LLC	Senior Financial Controller – Catering Operations UAE	Dec-16 to Jan -21
Abu Dhabi National Hotels Compass ME LLC	Financial Controller – Healthcare, Remote, Correctional and B&I	March-14 to Dec-16
Ramee Group of Hotels & Resorts	Finance Manager	Sept-12 to Feb-14
HDFC Bank Ltd	Asst. Corporate Relationship Manager	Oct – 11 to June -12

**STRENGTHS**

- \* Strong Banking, Finance, Capital Markets and Accounting knowledge
- \* Strong Working knowledge of Food Industry, Catering Operations, Hotels, Retail, Cleaning and Support services industry
- \* Managing People -Upwards and Downwards. Currently a team of more than 200 people directly. Proven Ability to lead a large and diverse team and achieving company goals
- \* Ability to manage and understand a large, complex, multi branded and dynamic Organization
- \* Great communication skills

**ACADEMIC PROFILE**

**Chartered Accountancy (ACA)** from Institute of Chartered Accountants of India (ICAI)

**Bachelor of Commerce** – H.R. College of Commerce and Economics (BCOM)

## CAREER PROFILE

### Regional General Manager – Finance & Administration

January 2021 to Present

### Senior Finance Controller – Catering Operations UAE

December 2016 to January 2021

ABU DHABI NATIONAL HOTELS COMPASS ME LLC

Sectors Managed – Oil & Gas Offshore & Onshore, Education, Healthcare, Retail, Remote onshore, Business and Industry, Correctional

Compass Group: A FTSE 30 Company [[http://en.wikipedia.org/wiki/Compass\\_Group](http://en.wikipedia.org/wiki/Compass_Group)]

A JV between Abu Dhabi National Hotels and Compass Group PLC. Compass Group is currently ranked in the top 40 of the FTSE listed companies and is the world's 13th largest employer with over 500,000 people working in over 55 countries. As part of the world's largest support services business, ADNHC has the experience and global expertise to deliver the most efficient and high-specification services.

ADNHC employ over 25,000 people across the UAE dedicated to working safely and efficiently. ADNHC provides the following services to a variety of clients and industrial sectors across the Middle East including Oil & Gas Offshore & Onshore, Education, Healthcare, Retail, Remote onshore, Business and Industry, Correctional.



### **Work Profile / Highlights:**

- Directly managing a team of 150 people including Sector Finance Controllers, Cost and Revenue accountants, cost controllers, Internal Auditors and Storekeepers
- Directly responsible for creation of Internal audit team solely focused on operational finance Audits including stores and stocks and conducted 102 Location Audits in the first year after implementation
- Key financial head for 150 Key Locations with Annual turnover of AED 1.2 Billion
- Responsible for preparation and review of Commercial models for contract Retention for rebidding operations and for New Sales Growth
- Responsible for Strategy suggestions and built up of Proposals for contract Retention for rebidding operations and for New Sales Growth
- Developing high quality business strategies and plans ensuring their alignment with short-term and long-term objectives of the business
- Make decisions to advance the business and increase profitability. To also ensure that the Company maintains high standard of corporate citizenship and social responsibility wherever it does business.
- Review financial and non-financial reports to devise solutions or improvements and work towards the goal of achieving the current year Financial Budget
- Build trust relations with key partners and stakeholders and act as a point of contact for important shareholders and to act as a liaison between Management and the Board.
- To control the cash flow position throughout the company, understand the sources and uses of cash, and maintain the integrity of funds, securities and other valuable documents.
- To conduct and monitor the Audit framework and compliance of policies at the unit level
- Directs the financial strategy, planning and forecasts, conferring with the top management.
- Making reports to trigger logical reasoning and decision making, to help understand the performance of the unit / sector better and presenting to management on Monthly / Quarterly basis.
- Takes overall accountability for the effective delivery of the monthly and annual financial reports & results

**Finance Controller****March 2014 to December 2016**

ABU DHABI NATIONAL HOTELS COMPASS ME LLC

Sectors Managed – Healthcare, Retail and Remote

**Work Profile / Highlights:**

- Directly managing operational financial controllers, cost controllers, accountants and Store keepers.
- Management of the finance functions and overseeing the operations finance team of 52 with 10 direct reports.
- Key financial head for 41 Key Locations with Annual turnover of AED. 240 Million.
- Directs the financial strategy, planning and forecasts, conferring with the top management.
- Generating of Business model for Re-bidding Operations – Work as Key Finance Personnel for the sector.
- Management & analysis of monthly closing and financial reviews. Analyses of performance of units and sector vs Budgets / Forecast / Past performances.
- Making reports to trigger logical reasoning and decision making, to help understand the performance of the unit / sector better and presenting to management on Monthly / Quarterly basis.
- Takes overall accountability for the effective delivery of the monthly and annual financial reports.
- Analyses the F & B cost, Labor and other variable cost on a monthly basis.
- Provides final review and resolution on any audit questions raised by Internal/External auditors.
- Ensure accounting policies comply with the relevant accounting standards and group policies are followed.

**Notable Accomplishments:**

- Introduced strong SOPs and Implemented effective financial controls for the respective revenue centers in the sectors.
- Implemented Menu Management System (Artichoke) and Product Ranging in co-ordination with food service team which improved the GP margin by 2% (Net Savings of AED. 2 Million)
- Improved working capital by extending the credit period for payables, reduced AR ageing, adjusting re-order levels and stock levels across the sectors.
- Recommended and implemented performance-linked bonus scheme system based on individual and operational performance scoring method (KPI Targets)
- Physical verification of all fixed assets carried out, identified the differences and implemented strict controls

**Finance Manager****September 2012 to February 2014**

Ramee Group of Hotels and Resorts

In my role as Finance Manager I am currently handling 2 Hotels (as mentioned below) in the group and managing a team of 20 plus people including Accounts, Stores and Purchasing Departments.

1. **Regal plaza** – One of the highest revenue generating hotels in the group.
2. **Ramee International** – The first hotel of Ramee Group with the most outlets (seven).

**Scope and Responsibilities:**

- Responsible for **managing day to day operations** of financial department including, cash flow management, inventory control, monitoring receivables and payables, forming policies and procedures and monitoring internal controls for finance as well as operations
- **Managing accounting and financial systems** and ensuring maintenance of full and accurate accounting records. Provide Financial and accounting advice, direction and leadership in general for the hotel
- **Collating, preparing and interpreting** Monthly Profit and loss statements, Daily and fortnightly revenue reports, Food and beverage cost reports, Occupancy reports, Expense analysis and budget & target variance analysis reports for management
- Preparing and submitting **municipality reports and taxes** on timely basis and coordinating with municipality personnel for yearly revenue audits.
- **Undertaking strategic analysis** and assisting with strategic planning and coming up with viable long term business plans as regards to preparation of budgets and revenue targets and setting operational goals
- **Undertaking research** into pricing, studying competitors and markets and factors affecting performance as a whole
- Checking of **Employee payments and benefits** such as Salary, Leave salary, Gratuity and Final settlement.
- Coordinating and discussing reports related to the hotels with General Manager, F&B controls, Group Finance manager and Chairman
- Solely Handling **statutory auditors** and ensuring finalization of accounts and presenting signed financials to relevant authorities on time.

### Assistant Corporate Relationship Manager

October 2011 to June 2012

#### HDFC BANK LTD

##### Scope and Responsibilities:

- Establishing and maintaining effective relationships with new and existing customers, establishing their needs and advising on the suitability of products and services.
- Focus on offering financial solutions to corporate working capital, cash management, treasury and trade financing requirements.

Part of the Relationship Team involved in origination, deepening and servicing banking relationships with Large Corporate with a total sanctioned exposure of INR 100 Bn. Involved in understanding the Banking requirements of the Client, appraisal, liaising with the Credit Committee, Treasury, Risk Management and Legal teams for sanction of credit, execution of documentation, negotiations on pricing and security terms. Part of team responsible for preparation of the detailed Credit Approval Memorandum, including the analysis of the client, viz, business background, Balance Sheet and P&L analysis, financial projections, key risk factors, business scoping sheets etc. Involved in Business Development efforts in expanding existing relationships and originating business for the Bank both on the Advances and the Liabilities side of the Bank's Balance Sheet and identifying cross-sell opportunities ie, Trade Finance, Fx etc.

#### PERSONAL DETAILS

Date of Birth	: 8 <sup>th</sup> December, 1989
Gender	: Male
Nationality	: Indian
Marital Status	: Single
Current Location	: Dubai, UAE
Driving License	: Valid UAE and Indian Driving license
Languages Known	: English, Hindi, Learning Arabic Professionally
Hobbies	: Reading, Gaming, Movies & Music, Indoor Cricket